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FM SECSTATE WASHDC

TO AMEMBASSY BEIRUT

AMEMBASSY KUWAIT

AMEMBASSY ABU DHABI

AMEMBASSY JIDDA

AMEMBASSY CAIRO

AMEMBASSY TEHRAN

INFO AMEMBASSY DAMASCUS

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TAGS: BTRA, IR, KU, SA, EG, LE, SY

SUBJECT: MID-AMERICA TRADE AND INVESTMENT MISSION

REFS: A. STATE 176306

B. STATE 194589

C. DAMASCUS 2371 (NOTAL)

D. STATE 224894 (NOTAL)

BEIRUT PASS BAGHDAD

1. MID-AMERICA COMMITTEE'S TRADE AND INVESTMENT MISSION

BRIEFED OCTOBER 16 BY DEP ASST SEC SOBER, OTHER NEA

OFFICIALS, AND REPRESENTATIVES COMMERCE, TREASURY, AID, AND

OPIC ON OCTOBER 25-NOVEMBER 7 VISIT TO MIDDLE EAST.

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2. FOLLOWING IS ITINERARY FOR MISSION AS RECEIVED FROM
COMMITTEE PRESIDENT THOMAS H. MINER:

FRIDAY, OCTOBER 25: IN BEIRUT (PHOENICIA), EMBASSY BRIEF-
ING. MEETING WITH FEDERATED ARAB CHAMBERS OF COMMERCE.
DEPART 7:30 P.M. VIA KUWAITI AIRLINES 532. ARRIVE KUWAIT
9:40 P.M. (SHERATON);

SATURDAY, OCTOBER 26: IN KUWAIT, EMBASSY BRIEFING. APPOINT-
MENTS WITH SENIOR GOVERNMENT OFFICIALS AS ARRANGED WITH
EMBASSY'S HELP. LUNCHEON WITH KUWAIT CHAMBER OF COMMERCE.
EVENING RECEPTION HOSTED BY MID-AMERICA;
SUNDAY, OCTOBER 27: MEETINGS ARRANGED THROUGH EMBASSY AND
CHAMBER OF COMMERCE. DEPART 7:00 P.M. FOR ABU DHABI FOL-
LOWING POSSIBLE PRESS CONFERENCE AT KUWAIT AIRPORT. NIGHT
AT ABU DHABI HILTON.

MONDAY, OCTOBER 28: IN ABU DHABI, EMBASSY BRIEFING. POS-
SIBLE COURTESY CALL ON RULER. APPOINTMENTS WITH SENIOR
OFFICIALS AND OTHER MEETINGS AS ARRANGED BY EMBASSY. EVEN-
ING RECEPTION HOSTED BY MID-AMERICA AT ABU DHABI HILTON.
FOLLOWING RECEPTION, DEPART FOR RIYADH. NIGHT AT AL-
YAMAMA HOTEL.

TUESDAY, OCTOBER 29: IN RIYADH. EMBASSY BRIEFING IN MORN-
ING. FOLLOWED BY APPOINTMENTS WITH SENIOR OFFICIALS.
EVENING RECEPTION AT AL-YAMAMA HOTEL HOSTED BY MISSION.

WEDNESDAY, OCTOBER 30: MORNING IN RIYADH. FINISH OFFICIAL
APPOINTMENTS. DEPART AFTERNOON FLIGHT TO JIDDA (AL KANDARA
HOTEL).

THURSDAY, OCTOBER 31: IN JIDDA. BUSINESS APPOINTMENTS IN
MORNING. LUNCHEON HOSTED BY BOARD OF DIRECTORS OF JIDDA
CHAMBER OF COMMERCE. EARLY EVENING RECEPTION ALSO GIVEN
BY JIDDA CHAMBER OF COMMERCE. DEPART JIDDA 8:15 P.M. VIA
EGYPT AIR 762. ARRIVE CAIRO 10:20 P.M. (SHERATON).

FRIDAY, NOVEMBER 1: IN CAIRO. FREE TIME.

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SATURDAY, NOVEMBER 2: IN CAIRO. EMBASSY BRIEFING FOLLOWED
BY APPOINTMENTS SENIOR OFFICIALS AS ARRANGED EMBASSY AND
GOE. EVENING RECEPTION HOSTED BY MID-AMERICA.

SUNDAY, NOVEMBER 3: IN CAIRO. BUSINESS APPOINTMENTS.

MONDAY, NOVEMBER 4: IN CAIRO. FINAL APPOINTMENTS. DEPART
CAIRO 3:50 P.M. FOR TEHRAN VIA MEA 305 (ARRIVES BEIRUT

5:30 P.M.) AND SWISSAIR 376 WHICH DEPARTS BEIRUT 8:35 P.M.

ARRIVE TEHRAN 12:15 A.M. (INTERCONTINENTAL).

TUESDAY, NOVEMBER 5: IN TEHRAN. MORNING BRIEFING BY EMBASSY. IRANIAN-AMERICAN CHAMBER OF COMMERCE LUNCHEON. OFFICIAL APPOINTMENTS AS ARRANGED THROUGH EMBASSY, AND EMBASSY RECEPTION.

WEDNESDAY, NOVEMBER 6: IN TEHRAN. FURTHER OFFICIAL AND BUSINESS APPOINTMENTS.

THURSDAY, NOVEMBER 7: MISSION CONCLUDED AND MOST PARTICIPANTS DEPART TEHRAN.

3. ADVANCE MAN JOHN SENTMAN OF MINOR ASSOCIATES WILL ARRIVE 48 HOURS PRIOR TO MISSION IN ALL CITIES EXCEPT ABU DHABI TO CHECK FINAL ARRANGEMENTS.

4. MISSION PARTICIPANTS, THEIR FIRMS, AND MIDEAST REPRESENTATIVES ARE: .

A. NEAL BALL, AMERICAN HOSPITAL SUPPLY CORPORATION. REPRESENTATIVES: NILE COMPANY FOR PHARMACEUTICAL AND CHEMICAL INDUSTRIES, EL AMIRIA, CAIRO; DON BAXTER LABS, TEHRAN, SERUM COMPANY, TEHRAN; GENERAL RADIOLOGY IRAN, TEHRAN; MEDICAL PLANNING ASSOCIATES, TTEHRAN; MR. BALL WISHES TO MEET: HEALTH WELFARE AND MEDICAL OFFICIALS, MINISTERS OF HEALTH, MINISTERS OF SOCIAL WELFARE, RED LION SOCIETY IN IRAN, MAHMOOD AL JASSIM OF NATIONAL INDUSTRIES IN KUWAIT, FAHD DAGHAITHER OF INSTITUTE OF PUBLIC ADMINISTRATION IN RIYADH, DR. RIFAT ALSAYED ALI AND HORACE HITCHCOCK OF KING FAISAL SPECIALIST HOSPITAL IN RIYADH.

B. WALLACE R. BAKER, BAKER AND MCKENZIE, INTERNATIONAL LAW LIMITED OFFICIAL USE

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FIRM. NO REPS.

C. FRANKLIN C. FISHER, JR., INTERNATIONAL RESOURCES, NO REPS.

D. ROBERT W. FORLOINE, CAPITAL RESOURCES, NO REPS.

E. RICHARD GIESEN AND ARCHIE LAPOINTE, SCIENCE RESEARCH ASSOCIATES, NO REPS.

F. ALEXANDER HEHMEYER, FIELD ENTERPRISES, NO REPS.

G. EDWARD F. HUSKISSON, SWIFT AND COMPANY, NO REPS.

H. DONALD P. KELLY, ESMARK INC., NO REPS.

I. ROBERT W. LINDGREN, NATURAL GAS PIPELINE COMPANY OF AMERICA, NO REPS.

J. THOMAS M. THOMPSON, GENERAL AMERICAN TRANSPORTATION, NO REPS.

K. ROBERT MUSGJERD, INTERNATIONAL HARVESTER COMPANY, REPRESENTATIVE: W. G. WAITE, INTERNATIONAL HARVESTER, BEIRUT;

L. ROGER AXTELL AND RICHARD BREWER, PARKER PEN COMPANY,

DISTRIBUTORS: HALIM HANNA AND COMPANY, BEIRUT; AM EASTERN WLL, KUWAIT, MOHD NOUR FALAH JAMJOOM AND BROTHERS, JIDDA-

HEJAV; GENERAL TRADING AND CHEMICALS COMPANY, CAIRO; EDKA COMPANY INC., TEHRAN.

M. JAMES H. INGERSOLL, BORG-WARNER CORPORATION. REPRESENTATIVES: BORG WARNER INTERNATIONAL CORPORATION, BEIRUT; RANEC ENGINEERING AND CONTRACTORS, BEIRUT; MICHAEL ANDRAOS AND COMPANY SAL, BEIRUT; SUPPLIES AND CONTRACTS CO. S A L, BEIRUT; LEVANT TRADING COMPANY OF LEBANON, BEIRUT; A. H. ALSAGAR AND BROTHERS, KUWAIT, PETROLEUM SERVICES CO. LTD., KUWAIT; ELECTRONIC APPLIANCE CORP. KUWAIT GENERAL ENTERPRISES CO. ABU DHABI; MR. KHALID SHALABI, LIMITED OFFICIAL USE

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KUWAIT; MR. AZIZ V. MATTA, CAIRO; TECHNO FRIGO CORP., TEHRAN ATMOSPHERE MFG COMPANY, TEHRAN; SHERKATE SAHAMI JEEP, TEHRAN; A AND H KASRA, TEHRAN; ITECH CO LTD, TEHRAN; E. A. JUFFALI AND BROTHERS, RIYADH; IBRAHIM ABUNAYYAN ORGANIZATION, RIYADH; E. A. JUFFALI AND BROTHERS, JIDDA

N. JOHN L. HANIGAN, BRUNSWICK CORPORATION. REPRESENTATIVES, MARINE ENGINEERING COMPANY, TEHRAN; BADER AL MULLA AND BROTHERS, KUWAIT; MR. JOSEPH DACCAK, BEIRUT; PHILIPPE KAMEL, BEIRUT; MR. ANTOINE DAGHER, RAS BEIRUT.

O. WILLIAM J. MCDONOUGH, FIRST NATIONAL BANK OF CHICAGO, REPRESENTATIVE: FIRST NATIONAL BANK OF CHICAGO, TEHRAN.

P. RICHARD CAREY, CONTINENTAL ILLINOIS NATIONAL BANK AND TRUST COMPANY OF CHICAGO (NOTE: HE HEADS CONTINENTAL DEVELOPMENT BANK IN BEIRUT), AFFILIATES: INDUSTRIAL AND MINING DEVELOPMENT BANK OF IRAN, TEHRAN; BANK DARIUSH, TEHRAN;

Q. CHARLES W. GRAHAM, NORTHERN TRUST COMPANY, NO REPS.

R. DONALD H. LARMEE, PULLMAN, INC., REPRESENTATIVE:
KELLOGG IRAN INC., TEHRAN.

S. DR. VLADIMIR HAENSEL, UNIVERSAL OIL PRODUCTS, REPRESENTATIVES: JOSEPH SHAMOON, TEHRAN; HENRY MARTEL, TEHRAN;

T. THOMAS H. MINER, MID-AMERICA COMMITTEE.

U- WINSTANLEY BRIGGS, THOMAS H. MINER AND ASSOCIATES, INC.
REPRESENTATIVE: JOHN SENTMAN, KUWAIT

5. ABOVE COMPANIES REPRESENT FIELDS OF: RAIL AND SEA
TRANSPORTATION, BULK LIQUID TERMINALS, FINANCIAL SERVICES
AND BANKING, NEWSPAPERS, EDUCATIONAL PUBLISHING AND TESTING,
FOOD, CHEMICALS, INSURANCE, PETROLEUM PRODUCTS, WRITING

INSTRUMENTS, METAL AND POWDERED METAL PRODUCTS; RECREATIONAL
EQUIPMENT, CLOTHING; ENGINEERING AND CONSTRUCTION; COMPUTERS,
MEDICAL EQUIPMENT AND SUPPLIES, TURNKEY HOSPITALS,
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INTERNATIONAL ATTORNEYS, REAL ESTATE, TRANSPORTATION OF
NATURAL GAS, INTERNATIONAL BUSINESS CONSULTING, AGRICULTURAL
AND CONSTRUCTION EQUIPMENT, MARINE ENGINES, AIR
CONDITIONING, BUILDING PRODUCTS.

6. MID-AMERICA COMMITTEE, IN CONJUNCTION WITH STATE, AID,
AND EMBASSY DAMASCUS, CONSIDERING POSSIBILITY OF SYRIA
VISIT FOLLOWING BUSINESS IN TEHRAN. WILL ADVISE IF PLANS
FIRM.

7. FOR BAGHDAD: MISSION PARTICIPANTS ROGER AXTELL AND
RICHARD BREWER OF PARKER PEN COMPANY, PLAN PROCEED
FROM TEHRAN TO BAGHDAD FOR PERIOD APPROXIMATELY NOVEMBER 7
THROUGH 11 TO DISCUSS AGENCY ARRANGEMENTS IN IRAQ.

8. SUGGEST PRECISE TRAVEL PLANS FOR MID-AMERICA MISSION
BE TREATED AS LOU AND THAT EMBASSIES COUNSEL MISSION
LEADER MINOR REGARDING LOCAL SECURITY PRECAUTIONS.

9. FOR JIDDA: FORMER DEP ASST SEC STATE DANIEL
SEARBY, NOW WITH TRIAD AMERICA, HAS CONVEYED TRIAD WISH
TO HOST DINNER FOR MISSION IN RIYADH AT RESIDENCE ADNAN
KOSHOQI, PROBABLY EVENING OCTOBER 28. MID-AMERICA GROUP
AGREEABLE IF NO CONFLICT WITH SCHEDULE EMBASSY ARRANGING.
SUGGESTS LATTER CONSULT ON ARRANGEMENTS WITH TRIAD'S
RIYADH REPRESENTATIVE MOHAMED OTHMAN. INGERSOLL

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